

EXHIBIT A

TO REGISTRATION STATEMENT

Under the Foreign Agents Registration Act of 1938, as amended

Furnish this exhibit for EACH foreign principal listed in an initial statement  
and for EACH additional foreign principal acquired subsequently.

1. Name and address of registrant Development Counsellors Intl. Ltd.		2. Registration No. 1421
3. Name of foreign principal Trinidad & Tobago Tourist Board	4. Principal address of foreign principal Port of Spain, Trinidad, W.I.	

5. Indicate whether your foreign principal is one of the following type:

☒ Foreign government

☐ Foreign political party

☐ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership

☐ Committee

☐ Corporation

☐ Voluntary group

☐ Association

☐ Other (specify) \_\_\_\_\_

☐ Individual - State his nationality \_\_\_\_\_

6. If the foreign principal is a foreign government, state:

a) Branch or agency represented by the registrant.

Tourist Board

b) Name and title of official with whom registrant deals.

Donald Bain, General Manager

7. If the foreign principal is a foreign political party, state:

a) Principal address

N/A

b) Name and title of official with whom the registrant deals.

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

N/A

EXMINATED

DATE 6-30-83

b) Is this foreign principal

Owned by a foreign government, foreign political party, or other foreign principal . . . . Yes ☐ No ☐

Directed by a foreign government, foreign political party, or other foreign principal. . . . Yes ☐ No ☐

Controlled by a foreign government, foreign political party, or other foreign principal . . . Yes ☐ No ☐

Financed by a foreign government, foreign political party, or other foreign principal . . . Yes ☐ No ☐

Subsidized in whole by a foreign government, foreign political party, or other foreign principal . . . . . Yes ☐ No ☐

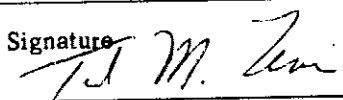
Subsidized in part by a foreign government, foreign political party, or other foreign principal . . . . . Yes ☐ No ☐

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

N/A

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

N/A

Date of Exhibit A Oct. 13, 1972	Name and Title Ted M. Levine, Pres.	Signature 
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OCT 10 1 22 PM '72

REGISTRATION SECTION

UNITED STATES DEPARTMENT OF JUSTICE  
Washington, D.C. 20530

EXHIBIT B

TO REGISTRATION STATEMENT  
Under the Foreign Agents Registration Act  
of 1938, as amended

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
Development Counsellors Intl.	Trinidad & Tobago Tourist Board

Check Appropriate Boxes:

- ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
  - ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
  - ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.
4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

As indicated in the contract attached, this is an advertising, sales promotion and public relations agreement for a one year period to December 31, 1972. We shall be placing advertising, publicity releases and producing sales promotion literature to encourage U.S. travel to Trinidad & Tobago.

TERMINATED

DATE 6-30-83

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Writing, producing, placing space advertisements, publicity releases, sales promotion materials to promote travel ~~to~~ to Trinidad & Tobago in the U.S.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?<sup>1/</sup> Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

N/A

Date of Exhibit B	Name and Title	Signature
Oct. 13, 1972	Ted M. Levine, Pres.	<i>Ted M. Levine</i>

<sup>1/</sup> Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.



*Development Counsellors International, Ltd.*

20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383

March 20, 1972

Trinidad & Tobago Tourist Board  
56 Frederick St.  
Port of Spain, Trinidad, W.I.

TERMINATED

Attention: Mr. Don Bain, General Manager

TE 6-30-83

Re: Contract between the Trinidad & Tobago Tourist Board and Leisure Counsellors Inc., an affiliate of Development Counsellors International, Ltd., Calendar 1972.

Dear Mr. Bain:

This letter shall serve as a contract between the Trinidad & Tobago Tourist Board (hereinafter "Tourist Board") and Leisure Counsellors Inc. (hereinafter "LCI"), for advertising, promotion, public relations and collateral activities in the United States for the period January 1, 1972 to December 31, 1972, subject to the following terms:

- (1) ADVERTISING: LCI shall create and place advertisements approved by the Tourist Board in four media areas during calendar 1972, namely:

a. Newspapers; b. Magazines; c. Travel Trade; d. Radio

The Tourist Board will also approve the schedule of advertisements and media total and subtotals as well as art and copy relating to the ads. Such media schedule of advertisements and media budget totals and subtotals are shown in the attached media schedule. Such schedule indicates optimum dates, and while LCI will use its best efforts to obtain such dates, it cannot be responsible in the event that the media modify this schedule for technical reasons.

- (2) SALES PROMOTION: LCI shall create and produce for the Tourist Board a series of special folders to be approved by the Tourist Board including the following: accommodations folders (both summer and winter versions); meetings and conventions special interest folder; cruise special folder; homecoming special folder; and a fourth special folder to be designated by the Tourist Board.

- (3) PRESS, RADIO & TELEVISION COVERAGE: LCI shall design and implement public relations programs that shall substantially include the following elements: press releases, press conference, press trips, special presentations to press clubs,

speaker placement before travel related groups, establishment of a basic photographic library and any other related assignments by the Tourist Board.

- (4) Following is the approved amended budget of the Tourist Board for designated LCI activities during calendar year 1972 expressed throughout in U.S. dollars:

	Space or Time Cost	Reserve- Allocations	Production Cost	Total
Advertising:				
Newspapers	403,701	52,539	510,000	966,240
Consumer Mag.	30,240	1,760	3,000	40,000
Travel Trade	10,049	1,160	23,000	45,000
Radio	10,063	1,037	3,000	24,000
				1,039,240
	(Net cost of advertising: gross minus 15%)			883,454
LCI Fee:				24,000

Sales Promotion Budget Estimates:

One new general folder, color (250,000)-printing: 10,000\*  
Art, typography, mechanicals, production, etc.: 5,000\*

Accommodations folders, summer and winter versions (50,000 copies each)-printing: 5,500  
Art, typography, mechanicals, production, etc.: 4,500

Four special interest folders (10,000 copies each); Meetings & Conventions, Cruise, Honeymooning, and one additional subject to be assigned by the Tourist Board-printing: 10,000  
Art, typography, mechanicals, production, etc.: 8,000

Travelogue for film copy, administration, etc.: 3,000

Total sales promotion: 30,500

Public Relations:  
Public relations fee: 10,000  
Public relations out-of-pocket disbursements: 5,000  
Total public relations: 15,000

Miscellaneous Expenses:

Allocation for budget travel, Port-of-Spain associated, U.S. tour arrangements, presentation materials for travel trade shows, booth rental fees: 510,000  
Unsubmitted and: 10,000

\*This folder is being designed and produced by J. Peter Ridpath, Toronto.

(5) Method of Payment: LCI shall receive payment from the Tourist Board according to the following terms:

- a. Purchase of media space and time: all advertising will be purchased at 85% of gross. LCI, therefore, will not receive the standard 15% commission on advertising.

The Tourist Board agrees to a system of advanced billings and payments on media purchases pursuant to which LCI will bill the Tourist Board for advertisements in the media schedule previously approved by the Tourist Board and the Tourist Board will pay LCI promptly upon receipt of such bills in advance of the appearance of the ads with the clear understanding that LCI will within 30 days of the appearance of these advertisements supply the Tourist Board with actual tear pages of the ads as proof of the appearance of these ads, and that such tear pages will be used by the Tourist Board as part of its voucher system. It is understood and agreed that such system of advanced billings and payments is of the essence in this agreement.

- b. All art and production disbursements will be billed and paid in advance in the same manner as the approved advertising\* with the clear understanding that LCI will within 30 days of the preparation of these materials provide samples to the Tourist Board as proof of the production of these materials and that such samples will be used by the Tourist Board as part of its voucher system. All printing disbursements will be handled by the Tourist Board's New York office on the advice of LCI and the costs will be met from the appropriate allocations included in the aforementioned sales promotion budget.
- c. All other out-of-pocket disbursements will be billed separately, supported by documentation and will be submitted at the end of each month, March through December 1972 inclusive with payments made by the Tourist Board to LCI within 30 days of billing.
- d. LCI's total fee of \$39,000 (sales promotion, \$5000; public relations, \$10,000; general creative and management fee, \$24,000; for a total of \$39,000) will be billed to the Tourist Board on the first day of each month commencing as of March 1, 1972 and will be paid by the Tourist Board

\* See paragraphs (1) and (2), page 1 regarding Tourist Board approval.

within 30 days thereafter. These bills will be submitted to the Tourist Board in ten equal installments of \$3,900 for each month, March through December 1972 inclusive, rather than in twelve equal installments of \$3,250, due to the concentration of efforts during the 10 month period.

(6) Additional Budget Provisions:

- a. All expenditures will remain within the previously shown budget schedule.
- b. Prior approval must be obtained from the Tourist Board by LCI for any recommended shift from one promotion allocation to another within the budget areas of advertising, sales promotion and public relations.
- c. As and when requested by the Tourist Board, LCI shall submit to the Tourist Board an analysis of work completed including appropriate presentation of materials produced or placed under this contract.

Kindly signify acceptance of this contract by having the authorized representatives of the Tourist Board affix their signatures where indicated and return one copy to LCI.

Accepted for the Tourist Board by:

(1) \_\_\_\_\_

Date \_\_\_\_\_

(2) \_\_\_\_\_

Date \_\_\_\_\_

LEISURE COUNSELLORS INC.

*Ted M. Levine*

Ted M. Levine  
President